

## Message Text

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PAGE 01 STATE 306018  
ORIGIN AF-10

INFO OCT-01 ISO-00 EB-08 /019 R

DRAFTED BY AF/E: PGSMITH  
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-----131027 230719Z /11  
R 230150Z DEC 77  
FM SECSTATE WASHDC  
TO AMEMBASSY LUSAKA

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E.O. 11652: N/A

TAGS: EFIN, EAGR, BPRO, BTRA, ZA, US

SUBJECT: CHASE MANHATTAN OFFICIALS VISIT TO ZAMBIA

, CHASE MANHATTAN BANK OFFICIALS DAN KLINGENBERG, AGRICULTURAL TECHNICAL DIRECTOR; THOMAS ALLEN, SECOND VICE PRESIDENT, AFRICAN DIVISION; AND SUSAN PEARSON, ASST. TREASURER, AFRICAN DIVISION ARE PLANNING VISIT TO ZAMBIA JANUARY 16-18. VISIT IS BEING MADE AT THE INVITATION OF MARK CHONA, DURING HIS VISIT LAST SUMMER WITH DOMINIC MULAISHO. PURPOSE OF VISIT IS TO CONSULT WITH THE ZAMBIANS ON INVESTMENT PROSPECTS IN ZAMBIA, PARTICULARLY IN THE AGRICULTURAL SECTOR.

2. PEARSON EXPECTS THAT THE OTHER TWO CHASE OFFICIALS WILL SPEND THE FIRST TWO DAYS OF THEIR VISIT BEING ESCORTED BY THE ZAMBIANS TO LOOK AT VARIOUS AGRICULTURAL DEVELOPMENT PROJECTS, PRESENT AND POTENTIAL. ALL THREE WOULD THEN MEET WITH THE ZAMBIANS ON THE THIRD DAY TO DISCUSS PRELIMINARY IMPRESSIONS.

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3. PEARSON, MEANWHILE, EXPECTS TO SPEND HER TIME ON THE FINANCIAL ASPECTS, AND THUS TO BE OCCUPIED MAINLY IN LUSAKA. SHE WOULD LIKE TO MEET WITH JOHN BARCAS AND HIS

STAFF AS EARLY AS POSSIBLE ON MONDAY, JANUARY 16. SHE ALSO REQUESTS EMBASSY CONTACT NCHANGA (TO WHICH CHASE HAS EXTENDED CONSIDERABLE CREDITS) TO SEE WHETHER THE COMPANY

WOULD BE WILLING TO HAVE HER UP TO THE COPPERBELT FOR A DAY OF DISCUSSIONS RELATED BOTH TO THEIR PRESENT BUSINESS AND TO PROSPECTS FOR THE FUTURE OF THE COPPER INDUSTRY THERE.

4. COMMENT: ACORDING TO PEARSON, CHASE EXPECTS NO IMMEDIATE ADVANTAGE FROM VISIT OR ITS TECHNICAL ASSISTANCE ACTIVITIES, BUT HOPES THAT GOOD WILL THUS GAINED WILL BE HELPFUL IN THE LONG TERM, AND THAT AGRICULTURAL DEVELOPMENT WILL PROVIDE OPPORTUNITIES FOR CHASE TO INVEST LATER, WHEN ZAMBIAN ECONOMY HAS IMPROVED "TO THE POINT WHERE BANK EXAMINERS WOULD NOT FROWN ON CHASE'S LENDING MORE THERE." SHE SAYS KLINGENBERG IS VERY WELL KNOWN IN THE AGRICULTURAL DEVELOPMENT FIELD, AND HAS WIDE CONTACTS IN THE FIELD IN THIS COUNTRY. SHE BELIEVES THAT IN EVEN A FEW DAYS HE CAN IDENTIFY ENOUGH POSSIBILITIES FOR FUTURE EXAMINATION TO JUSTIFY THE VISIT AND PUT THE ZAMBIANS ON SOME OF THE RIGHT TRACKS. SO IT APPEARS THAT IN ADDITION TO THEIR REQUESTS TO THE US (AND PERHAPS OTHER GOVERNMENTS) FOR HELP WITH PROJECT IDENTIFICATION AND DEVELOPMENT, THE ZAMBIANS HAVE NOT IGNORED THE US PRIVATE SECTOR. FOR THEIR PART, AS PEARSON SAID, US BANKS "HAVE A SOFT SPOT IN THEIR HEARTS FOR ZAMBIA." PERHAPS.

5. ACTION REQUESTED: PLEASE CONFIRM APPOINTMENT REQUESTED PARA 3 (IF FEASIBLE) AND ADVISE NCHANGA RESPONSE TO LIMITED OFFICIAL USE

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PEARSON'S REQUEST OF THEM. VANCE

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## Message Attributes

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**Channel Indicators:** n/a  
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**Disposition Date:** 22 May 2009  
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**Drafter:** PGSMITH  
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**Original Handling Restrictions:** n/a  
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**Subject:** CHASE MANHATTAN OFFICIALS VISIT TO ZAMBIA , CHASE MANHATTAN BANK OFFICIALS DAN KLINGENBERG, AGRICULTURAL TECHNICAL DIRECTOR; THOMAS ALLEN, SEC  
**TAGS:** EFIN, EAGR, BPRO, BTRA, ZA, US  
**To:** LUSAKA  
**Type:** TE  
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